PREFACE

Industrial growth in particular and economic development in general is the result of the outcome goal oriented human activity and entrepreneurial thrust. And the concept of entrepreneurship has assumed greater significance both in research and action in accelerating the process of industrialisation and ensuring prosperity. Attempts are made to educate, train and inculcate the spirit of entrepreneurship among people who are likely to turn into tomorrow’s business leaders and builder of the self-reliant economy. Technically speaking, an entrepreneur is one who is innovative, enthusiastic, enterprising and possesses the necessary degree of motivation, as well as science and art of converting ideas into fruitful actions. The gap between the 'idea', and 'reality' is, surely the sphere wherein the theorem of development of entrepreneurship generally known as "Entrepreneurship Development Program", could be put to a subtle test. The most active variable of this presumption would, therefore, clearly and prominently figure in the 'innovative-motivation' of a sizeable section of the people in different pockets of a developing country. We, the Indians, are fortunate enough to do have a dense concentration of this 'most active variable', yet failing to make our presence felt on the ever enterprising economic map of the industrially developed globe.

Uttar Pradesh is characterised specially by the leather
goods work and has almost one fourth of the total country's livestock population (Goat, sheep, buffalow, and cows etc.). Also, the state is performing quite well on the production & export front of the leather goods of the country but still trailing behind the expectations of the people, govt. and the related organisations. It is the policy of the govt. that the industries which are doing well and whose future prospects are bright, should be consolidated, given priority and the necessary support. The leather goods industry is the most important of such industries at the state as well as national level. Although the industry has undergone a substantial change since 1980 in general and 1991 (liberalisation Year) in particular. The policy measures undertaken by the govt. in the leather goods industry have started paying rich dividends and the industry has been growing at a phenomenal rate of about 30% with exports growing at around 40% per annum during the seventh and eigth plan periods. The U.P.'s share in the total production and export of leather has been around 14 to 15% p.a. However, India's share in the world trade (in leather goods) remains remarkably low (about 3%) notwithstanding its achievements in recent years. The reason, most probably lies in the poor growth of entrepreneurship and lack of entrepreneurial skill and attitudes, low motivation besides other problems discussed in chapter Six.

The present research is an attempt to evaluate the role of entrepreneurship in the leather goods industry of U.P. since 1981.
The main objective of the study is to investigate the varying backgrounds of entrepreneurs and measure their performance and ascertain the impact of such background factors. Besides the research will identify the problems which the industry and entrepreneurs are facing and suggest measures and give recommendations for improving the overall productivity of the industry.

The research is divided into seven chapters. First and second chapters relate to introduction and an overview of the industry. The third chapter deals with the 'Conceptual framework' and the fourth chapter presents "review of literature". The fifth chapter is concerned with the field work done and is titled "Entrepreneurship Development". The sixth chapter highlights the main problems of entrepreneurs in particular and industry in general and also suggests measures to overcome these hurdles. The last chapter is comprised of summary of the research and conclusions drawn. The recommendations made by the researcher are also incorporated in this part. It is hoped that the finding of this thesis will go a long way in improving the performance of entrepreneurs, as well as the industry, and streamlining the functioning of central and the state government.

MOHD. ASIF KHAN